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U.S. AGRICULTURAL EXPORTS TO JAPAN: A REVIEW OF 1983 SALES

Summary

The importance of Japan as a buyer of U.S. agricultural commodities was never more evident than in 1983. Total American farm exports fell for the second year in a row, slipping 1.4 percent to $36.1 billion. Sales to Japan, however, overcame the twin constraints of sluggish economic growth and the strong dollar and climbed 12.5 percent to $6.2 billion. Part of this gain reflected higher prices, but the volume sold expanded rather significantly. As a result, Japan solidified its position as the number-one buyer of U.S. corn, soybeans, meat and cotton and as the second-largest market for wheat and fruits and vegetables.

Feed Grains

Uncertain market conditions clouded 1983 forecasts of Japanese demand for commercially mixed livestock and poultry feed -- the end use for three-fourths of the country's corn imports and all of its sorghum purchases. Formula feed production had rallied in 1982 from back-to-back declines, increasing 4.7 percent to 22.7 million metric tons, a new record. Commodity analysts and traders were concerned, however, that higher prices for U.S. corn and soybeans and/or lower prices for eggs, milk, broiler meat, pork and beef would choke off the recovery last year by once again squeezing livestock and poultry producers' profits.

The principal worry was that the run-up in U.S. corn prices, triggered by the payment-in-kind program announced in late March and escalated by last summer's severe drought, would lead to a big jump in mixed feed prices. Industry price leader Zennoh, a national federation of cooperatives that

controls about two-fifths of Japan's feed market, did hike list prices in July and again in October, as did other feed manufacturers. By using industry-generated price stabilization funds as well as some money from the government-supported Mixed Feed Price Stabilization Fund in the fourth quarter, however, feed mills managed to hold effective feed prices virtually flat during 1983. The stronger yen, efficient use of forward purchases and lower ocean freight rates also helped manufacturers maintain retail feed prices below the levels that had prevailed in 1981 and the first three quarters of 1982.

Thanks to lower prices for feed, which can represent up to two-thirds of production costs for livestock and poultry raisers, feed demand last year came close to matching 1982's robust level. Purchases of poultry feed continued to expand even though another drop in wholesale broiler meat prices kept the average producer on the profit-loss borderline. Demand for dairy feed also increased for the second year in a row, as the number of cows in milk rose following the discontinuation in late 1982 of a three-year program to cut milk output by culling less productive cows. Beef feed demand was up as well in 1983, since another gain in the Wagyu herd more than canceled out the dampening effects of a further reduction in the number of dairy steers placed on feed.

Increased demand for poultry, dairy and beef rations kept the recovery in mixed feed production going in 1983, but feed mills were not able to top 1982 output because of scaled-back purchases by their major customers -- egg producers. Sales of layer feed, which normally accounts for 30 percent of feed production, fell to their lowest level in five years as egg producers tried to prop up falling prices by limiting the size of layer flocks. Moreover, demand for hog feed marked time in 1983. Having finally won the battle for profits, hog raisers, who buy just under 30 percent of feed industry output, were cautious about increasing placements on feed, afraid that too fast a buildup would weaken pork prices.

Although 1983 Japanese formula feed production, at 22.6 million metric tons, fell short of the output record by half a percentage point, last year was a much better year for American corn exporters than 1982. Feed millers had expanded output in 1982 in large part by using 0.5 million metric tons of surplus rice. More protein meal had also gone into rations. In addition, manufacturers had substituted some sorghum for corn because of relatively favorable sorghum prices. The result was a 6.1 percent gain in sorghum usage to 3.4 million metric tons, accompanied by a 3.8 percent rise in Japan's sorghum imports to the same volume, and a 1 percent drop in corn utilization to 10.3 million metric tons, which translated into a 0.6 percent dip in total purchases of imported feed corn to 10.3 million metric tons but a 3.1 percent reduction in U.S. corn purchases to 9.9 million metric tons.

American corn exporters more than made up for this drop in 1983. With corn/sorghum price ratios tilted for much of the year in favor of increased corn mixing, feed compounders expanded corn usage 10.7 percent to an all-time-high 11.4 million metric tons. The corn content of feed was particularly high in 1983's first half, averaging on a monthly basis between 48 and 49 percent of total ingredients. It declined in the second half as millers, in a cost-cutting move, substituted less expensive sorghum and rye for some

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higher-priced corn, but even the 46.5 percent corn content of December's output meant extra sales for American traders. In fact, U.S. farmers reaped double benefits from the big increase in corn usage since drought resulted in tight supplies in other corn-exporting countries. Total feed corn imports were up 6.7 percent to a record 11 million metric tons, with U.S. corn, which jumped 10.4 percent, supplying virtually the full amount.

U.S. sorghum producers were not so lucky. Sorghum usage in Japanese formula feed was pared back 15.5 percent in 1983 to just 2.9 million metric tons, trimmed not only by competitive corn prices in the first part of the year but also by another jump in the use of surplus rice, this time to 0.7 million metric tons. This cutback, which dropped the sorghum content of feed to a record low 12 percent last year, automatically limited market opportunities for American exporters by reducing Japan's total imports 13.7 percent to under 3 million metric tons. In addition, Argentine suppliers won contracts for the bulk of Japanese requirements because of lower prices, leaving U.S. growers with sales of only 0.7 million metric tons.

Japanese production of mixed feed is projected to increase modestly this year, rising perhaps 1 or 2 percent. Despite much higher ingredient costs, Zennoh and other feed manufacturers extended fourth quarter 1983 list prices through June 1984. Effective prices did go up 1.8 percent in the January-March period and 2.5 percent in the April-June quarter because of a reduction in industry-funded price stabilization payments, but these markups are not expected to dampen aggregate feed demand. Broiler meat producers are likely to remain at least marginally profitable, encouraging greater output of poultry feed. Demand for swine feed should also strengthen as hog raisers respond to favorable pork-feed price ratios by expanding their herds. Purchases of dairy feed could level off, though, because improved milk production efficiency has eliminated the need to expand dairy cow numbers. Beef feed demand might be flat as well, since a jump in the Wagyu cow slaughter in 1983 has reduced beef cow numbers and the calf crop has been cut in response to weak prices. Still, the only customers certain to scale back feed purchases are egg producers, who are trying once again to shore up sagging prices by limiting flock sizes.

Even if projected Japanese feed output is on target this year, U.S. corn exporters are unlikely to duplicate their record-breaking performance of 1983, when volume climbed 14.1 percent to a little over 13 million metric tons and sales jumped 37.6 percent to just under $1.8 billion. Corn/sorghum price ratios have moved increasingly in favor of greater sorghum usage, and this is trimming purchases of U.S. corn at the margin. Moreover, little expansion is expected in Japanese imports of corn for manufacturing corn sweeteners and other processed products, largely because most major food and beverage makers have already made the switch to corn sweeteners and a surcharge in effect since October 1982 has reduced the price competitiveness of corn sweeteners. The limited availability of South African maize last year allowed U.S. exporters to capture much of Japan's industrial corn trade, which represents roughly one-fourth of total corn imports, but continued tight South African supplies are of little help to American competitors in a slow-growth market.

Soybeans

In a repeat of 1982, the markets in Japan for soybean oil and soybean meal moved out of step last year, forcing oilseed crushers to rejuggle their priorities once again. Oil consumption had risen at a faster pace in 1982 than demand for soybean meal, which did not benefit fully from the rebound in livestock and poultry mixed feed because of the availability of competitively priced fish meal and rapeseed meal. Rather than possibly flooding the meal market that year by crushing enough soybeans to meet the demand for oil, processors limited the size of the crush and relied on imported soybean oil to supply unfilled domestic requirements. Last year the situation was reversed. Oil consumption, while up, was not as buoyant as the demand for meal. Processors did expand the crush, rather significantly in fact, but they capped it below the volume indicated by meal, afraid that oil stocks might build up to price-depressing levels. Crushers also adjusted to market conditions by increasing meal imports and slicing purchases of foreign-made oil.

From 1983's all-time-high soybean crush of 3.9 million metric tons, Japanese oilseed processors produced 3 million metric tons of meal -- 8.4 percent above the year-earlier level and also a new record. Soybean meal usage in commercially prepared feed went up by an even bigger margin, climbing 9.5 percent to 2.6 million metric tons. Increased demand for broiler feed and stable demand for hog rations were partly responsible for this hike, but the major factor was a shift in relative protein meal prices in favor of greater soybean meal usage. Soybean meal prices were particularly attractive in the first half of 1983, encouraging feed millers to raise the soybean meal mixing ratio to between 11.2 and 11.4 percent. As drought-triggered jumps in U.S. soybean prices began to show up in Japanese soybean meal prices, however, the feed industry started to buy more rapeseed meal. By December, soybean meal had fallen to just 10.3 percent of all feed ingredients, while the rapeseed mixing ratio had increased to 1.8 percent from 1.2 percent in January and 1.5 percent in July. Still, the soybean meal content of Japanese formula feed averaged 11 percent in 1983, up from 1982's 10.6 percent level.

The big 1983 soybean crush also yielded a record volume of oil -- 692,000 metric tons, 9.2 percent above 1982's outturn. With wholesale soybean oil prices running roughly 3 percent below rapeseed oil prices through the summer, manufacturers of blended oils and processed oil products stepped up their purchases of soybean oil. Higher U.S. soybean prices eliminated the wholesale price spread between the two oils in the last four months of 1983 and led to some substitution of rapeseed oil for soybean oil. For the year as a whole, however, soybean oil consumption in food products increased 4.3 percent to 661,000 metric tons, while rapeseed oil use slipped 0.8 percent to 495,000 metric tons. In fact, the gain in soybean oil demand, which was double 1982's growth, pulled total Japanese edible vegetable oil consumption up 1.6 percent to nearly 1.6 million metric tons.

Strong demand for soybean meal in the commercial feed industry virtually insured all-time-high soybean shipments by the United States -- the supplier of all the soybeans crushed by oilseed processors -- even without any apparent rise in sales of food-use soybeans. What guaranteed record sales, though, was overbuying by Japanese crushers, who were afraid that the 1983 U.S. drought might lead to tight supplies and even higher prices than actually materialized. Together, these developments raised deliveries 11.7 percent to 4.6 million metric tons and lifted sales 24.8 percent to $1.2 billion.

Japanese soybean imports this year are likely to fall 0.3 to 0.4 million metric tons short of the record 5 million metric tons purchased in 1983. Because of overbuying and a slowdown in the crush last fall, oilseed processors carried unusually big soybean stocks into 1984. Carryover meal inventories were also high. The projected expansion in formula feed production will help work down meal stocks, but the growth in meal demand could be much lower than 1983's increase since feed mills are expected to trim the soybean meal mixing ratio in an attempt to improve profit margins.

Meat

In 1983, unlike some earlier years, increased U.S. exports of corn and soybeans for commercially mixed livestock and poultry feed did not come at the expense of American meat sales: all three commodity groups set new export records. The significant rise in meat exports was all the more impressive because it occurred against a background of expanded Japanese production and reduced supermarket meat sales. Beef output, for example, was up for the fourth straight year, rising 2.9 percent to 495,000 metric tons on the basis of a bigger Wagyu slaughter. Increased supplies, however, did not prevent retail prices from going up again, and purchases by households, which generate about three-fifths of beef demand in Japan, declined after two years of strong gains.

Fortunately for domestic producers as well as Australian and American exporters, beef consumption in restaurants and hotels continued to expand. So did processing use. With demand in these two sectors rising, total beef imports, which had remained stuck around the 122,000 metric ton level in the 1980-82 period, were allowed to increase to 137,000-plus metric tons. U.S. shippers were the main beneficiaries of this increase, as exports advanced 13.9 percent to 60,000 metric tons worth $254 million. Moreover, these were not the paper transactions of 1981 and 1982. In a reversal of its earlier practice of adding most American beef to stocks to keep returns to domestic beef producers high, the semipublic Livestock Industry Promotion Corp. reportedly released much of the beef bought from the United States in 1983 to the market.

Expanded U.S. exports of fresh, chilled and frozen beef to Japan last year were supplemented by another gain in shipments of beef offals, this one of 6.7 percent to 34,000 metric tons valued at $84 million. Larger sales of diaphragm muscles from grain-fed carcasses (hanging tenders and outside skirts), which account for roughly three-fifths of American beef offal exports, apparently generated most of the gain. Family restaurants in Japan use this cut for low-priced steak dinners, while supermarkets package it for sale as formed steaks and marinated barbecue slices.

Poultry production in Japan expanded 5 percent last year to almost 1.3 million metric tons, spurred by strong demand from fast-food outlets and other restaurants, which account for roughly half of Japanese chicken consumption. Reduced supplies of the Thai broilers often favored by institutional users also encouraged producers to increase output in the face of another downturn in family chicken purchases. Because of the limited availability of Thai chicken, total imports slipped 2.3 percent to 101,000 metric tons, but its competitor's supply problems created a small windfall for the United States. U.S. chicken exports jumped 19.4 percent to 64,000 metric tons worth $87 million. Shipments

of the bone-in legs that make up the bulk of American sales were particularly brisk, reflecting the fact that they have become a staple retail item in Japan.

Supply constraints, both in Japan and abroad, also created additional market opportunities for American pork exporters. Japanese pork producers only increased their output by a fractional amount in 1983 to 1.4 million-plus metric tons as high and rising retail prices led to the third back-to-back decline in purchases of table pork. Shipments from Denmark were curtailed as well since the ban imposed on imports in April 1982 after an outbreak of hoof-and-mouth disease there was not lifted until September. With demand for hams, sausages and other processed pork products continuing to expand, processors -- who use about a fourth of total Japanese pork supplies and up to three-fourths of imported supplies -- upped their purchases from the United States and Taiwan. Increased institutional usage, which represents another fourth of Japanese consumption, also gave a boost to American and Taiwanese shipments. Overall, U.S. pork exports went up 13.1 percent to 34,000 metric tons valued at $118 million, while Japan's total imports climbed 17.8 percent to 166,000 metric tons.

Japanese pork imports are likely to expand again this year on the strength of greater processing demand, but U.S. exports are not expected to increase due to Denmark's re-entry into the market and stepped-up competition from Taiwanese suppliers. American exporters will probably not benefit either from the projected growth in Japan's overseas chicken purchases since imports from Thailand should return to their 1982 level and Brazil is emerging as a major competitor, particularly in the market for bone-in legs. On a more positive note, exports of American beef to Japan will go up again in 1984, if for no other reason than because the beef quota has been raised for the current fiscal year. An across-the-board drop in Japanese beef production should also stimulate sales.

Wheat

The story of the Japanese wheat market in 1983 is the old one of virtually no growth in wheat flour consumption and basically flat wheat imports. Through its control over the volume of wheat shipped into the country and the price at which it as well as domestic wheat are resold to flour millers, the government's Food Agency has tried in recent years to slow the decline in Japanese rice consumption at the expense of increased demand for wheat. It has limited the expansion of wheat allocations to the milling industry to less than the rate of growth in apparent demand for processed wheat products. The government agency has also boosted wheat wholesale prices by larger margins than rice resale prices in an attempt to tilt relative prices back in favor of rice. Wheat resale prices were hiked an average 14.1 percent in 1980 and a further 5.6 percent the next year. They were left unchanged in 1982 despite a 3.9 percent rise in the resale price of rice, but another increase in wheat wholesale prices -- this one averaging 8.2 percent -- went into effect in February 1983.

While the government is losing the battle to brake the fall in rice consumption, its direct and indirect wheat pricing policies have contained the expansion of wheat flour consumption to a marginal rate at best. Last year, bread output inched up 0.2 percent and the production of wet, dry and instant

noodles rose 1.3 percent. In the five years through 1983, moreover, bread production increased only 2.2 percent, while noodle output expanded just 2.4 percent.

Rising imports of processed wheat products, which are not controlled by the government, have also helped to hold down flour consumption. Foreign-made spaghetti, in particular, has won a significant market in Japan; by 1983 pasta imports were equal to 13 percent of Japanese consumption, compared with 6 percent just five years before. Imported dry noodles, too, have fared well in the Japanese market, supplying about 2 percent of demand last year.

For wheat growers in the United States, Canada and Australia, low to no growth in Japanese flour consumption has kept imports of wheat for food use within a band of 4.4 to 4.7 million metric tons for the past five years. Purchases did expand by a modest 2.9 percent in 1983 to 4.5 million-plus metric tons, but only because domestic wheat production fell 6.3 percent from its record 1982 level to 695,000 metric tons. Neither have exporters found an expanding outlet for wheat in commercially prepared livestock and poultry feed. Japan's purchases of wheat for feed use have stayed just under 1.3 million metric tons since 1979, mainly because wheat is an expensive source of nutrients relative to substitute feed ingredients.

Japan's wheat imports could increase modestly this year. Domestic wheat production is projected to be off by about 9 percent, in part because more acreage will be planted to rice. In addition, wheat resale prices were left unchanged for 1984, while rice wholesale prices were raised by an average 3.8 percent. This should encourage some increase in consumption. American growers, however, will be lucky to match 1983 exports of 3.5 million metric tons valued at $589 million since their Australian competitors, who were handicapped by tight supplies last year, have a record crop available for export.

Cotton

While conditions in the wheat market were a replay of earlier years, the story of the cotton yarn market in 1983 was a new and long-awaited one: after several false starts in 1981 and 1982, Japanese cotton spinners finally turned the corner on profitability last year. Yarn prices, which had fallen continuously from April 1982, began to recover last May; by December, quotes had hit their highest point in ten years. Full-year prices averaged only 2 percent-plus above the 1981-82 level, but this rise was enough to put cotton spinners in the black.

The spinning industry's return to profitability hinged entirely on supply-side adjustments. Increased demand for cotton goods played no role in the turnaround; if anything, domestic consumption of yarn, fabrics and made-up articles was weaker in 1983 than the year before. The key, as the industry had long known, was to cut back yarn production enough that cotton goods stocks could be worked down to less price-depressing levels. Voluntary production-restraint programs, in effect since the spring of 1980, had had mixed results in 1980 and 1981 and were a complete flop in 1982, when yarn output actually increased. Last year they succeeded. Production of cotton yarn fell 6.9 percent to 438,000 metric tons -- the lowest output volume in at least 25

years, and average monthly inventories of cotton goods in 1983's second half were drawn down to the equivalent of 732,000 400-pound bales of cotton -- close enough to the target of 720,000 bales to push yarn prices up to profitable levels.

Cotton spinners also got some help from an unexpected quarter in 1983: foreign yarn suppliers. One reason earlier production-curtailment programs had failed to prop up prices for more than a few months was because yarn imports, particularly from Korea and Pakistan, would flood into the market whenever the differential between Japanese prices and import prices widened. Last year, though, Korean exporters agreed to curb their yarn shipments for three years starting in April in exchange for the withdrawal of the first dumping complaint ever filed in Japan. In addition, the amount of Korean yarn available for export shrank with a pickup in domestic demand. Although shipments from Pakistan continued to expand, the cutback in imports from Korea dropped total yarn imports 9.4 percent below 1982's record volume.

Japan's imports of cotton last year contracted 15 percent from 1982's extraordinarily high level to 666,000 metric tons, partly because of the decline in yarn production but mainly because spinners had taken advantage of favorable U.S. prices in 1982 to rebuild stocks. With strong yarn prices encouraging spinners to continue their production restraints, 1984 cotton imports could fall again. How much they fall, though, might depend more on export availability than demand adjustments, since cotton, particularly the high-quality cotton Japanese spinners use for their high-count yarn, is in short supply worldwide. About the only certainty is that the United States, which shipped 318,000 metric tons of cotton to Japan in 1983 for sales of $500 million, will provide close to half of whatever the spinning industry buys.

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The views expressed in this report are those of the author and do not necessarily reflect those of the Japan Economic Institute.

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Table 1: U.S. Agricultural Exports by Country, 1979-83*

(in millions of dollars)

	1979	1980	1981	1982	1983(p)
Total	$34,745	$41,233	$43,337	$36,623	$36,098
1. Japan	5,255	6,111	6,562	5,547	6,240
2. Netherlands	2,619	3,412	3,300	3,042	2,530
3. Mexico	1,024	2,481	2,432	1,156	1,942
4. Korea	1,441	1,798	2,008	1,581	1,840
5. Canada	1,650	1,836	1,989	1,805	1,829
6. West Germany	1,404	1,831	1,758	1,448	1,529
7. U.S.S.R	2,855	1,046	1,665	1,850	1,457
8. Taiwan	1,074	1,095	1,145	1,155	1,308
9. Spain	930	1,129	1,268	1,459	1,138
10. Egypt	601	771	967	800	943
11. Belgium-Luxembourg	540	600	852	904	833
12. United Kingdom	1,057	996	961	896	812
13. Italy	1,005	1,094	1,177	941	713
14. India	261	318	476	350	699
15. Venezuela	492	701	893	671	665
16. Portugal	485	608	757	576	660
17. China	990	2,210	1,956	1,498	544
18. France	725	748	624	612	485
19. Brazil	536	680	711	526	479
20. Saudi Arabia	326	375	466	487	440

*Not adjusted for transshipments through Canada, the Netherlands or Belgium.

Source: Department of Agriculture

Table 2: Major U.S. Agricultural Exports to Japan, 1981-83

	Quantity (in metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983
Total	---	---	---	$6,562,294	$5,547,178	$6,240,390
Corn*	11,829,387	11,435,091	13,046,635	1,781,403	1,274,991	1,753,335
Grain Sorghum*	2,904,463	1,869,976	643,858	408,774	205,498	84,137
Soybeans*	4,001,380	4,104,928	4,585,133	1,137,878	977,878	1,220,163
Soybean Meal	82,135	48,687	33,587	22,832	10,507	8,086
Alfalfa Meal and Cubes	313,420	424,813	466,480	40,027	55,293	66,634
Dried Beet Pulp	404,387	336,351	364,831	63,537	49,422	51,382
Wheat	3,364,301	3,345,459	3,464,770	615,025	563,648	589,324
Cotton**	279,627	339,320	317,845	503,565	500,605	499,933
Beef and Veal***	42,879	52,362	59,645	157,856	232,396	253,475
Beef and Veal Offals***	32,188	31,503	33,624	99,645	96,992	83,948
Pork***	39,808	30,237	34,197	143,166	111,399	117,975
Chicken***	63,061	53,382	63,756	77,522	64,888	87,085
Whole Cattle Hides****	7,495,175	6,443,988	6,388,331	255,121	207,170	224,111
Inedible Tallow	87,520	69,346	56,365	39,780	33,882	23,872
Lemons	116,846	107,281	120,165	66,293	69,050	74,210
Grapefruit	159,366	139,792	168,542	59,104	47,340	59,668
Oranges	76,821	83,010	89,781	44,449	51,300	51,857
Raisins	16,167	15,477	17,839	29,802	25,850	22,649
Frozen Vegetables	83,000	71,515	82,024	56,986	53,851	61,650
Almonds	9,598	13,330	13,787	37,476	36,967	43,506
Tobacco	53,063	50,040	51,791	301,698	309,920	338,480

*Excludes seed.
**Excludes linters.
***Fresh, chilled or frozen.
****Quantity in number of pieces.

Source: Department of Agriculture

Table 3: U.S. Exports of Corn, 1981-83*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983(p)
Total	54,711	48,772	47,509	$7,929,193	$5,579,853	$6,364,222
Japan	11,829	11,435	13,047	1,781,403	1,274,991	1,753,335
Mexico	2,825	245	4,701	450,716	32,603	643,414
Korea	2,216	2,880	4,074	323,825	331,713	559,678
Taiwan	1,480	1,902	3,266	237,910	238,328	430,296
U.S.S.R	5,396	7,128	3,032	781,675	834,625	404,438
Spain	2,980	5,418	2,979	404,499	598,799	393,267
Portugal	2,735	2,241	2,188	378,733	251,718	299,795
Belgium-Luxembourg	1,903	2,322	2,166	257,906	256,276	291,027
Egypt	1,344	1,181	1,586	189,328	136,157	205,844
China	468	1,591	1,356	62,466	189,358	158,138
Venezuela	404	423	1,130	61,086	50,703	154,731
South Africa	0	-	868	0	17	126,508
United Kingdom	1,280	1,108	725	177,493	119,667	97,309
East Germany	1,239	1,440	766	184,175	163,310	96,730
Netherlands**	1,796	1,093	541	246,839	131,203	77,022

*Excludes corn donated for relief as well as seed and popcorn.
**Not adjusted for transshipments.

Source: Department of Agriculture

Table 4: U.S. Exports of Grain Sorghum, 1981-83*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983(p)
Total	8,000	6,015	5,280	$1,150,585	$692,255	$699,067
Mexico	2,088	1,413	3,294	329,922	165,498	438,615
Japan	2,905	1,870	644	408,774	205,498	84,137
Israel	446	340	441	63,342	40,473	54,607
Venezuela	722	502	287	101,881	62,054	39,717

*Excludes seed.

Source: Department of Agriculture

Table 5: U.S. Exports of Soybeans, 1981-83*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983(p)
Total	21,830	25,475	22,704	$6,185,529	$6,217,747	$5,913,386
Japan	4,001	4,105	4,585	1,137,878	977,898	1,220,163
Netherlands**	4,394	5,150	3,789	1,283,429	1,333,533	960,359
Spain	1,910	3,205	1,944	520,204	743,522	520,748
West Germany	2,025	2,044	1,611	566,833	507,148	422,614
Taiwan	1,053	1,127	1,375	314,169	285,560	362,647
Belgium-Luxembourg	1,041	1,405	1,111	286,821	327,756	286,082
Mexico	665	287	943	207,918	75,782	234,653
Korea	425	588	745	124,027	141,879	201,200
Portugal	298	470	701	82,820	114,676	181,370
U.S.S.R.	34	649	569	8,432	171,264	159,477
Italy	961	906	595	271,392	209,861	154,647
Switzerland	111	381	549	29,686	91,332	143,437
France	628	897	515	172,113	205,359	131,230
United Kingdom	519	650	504	140,946	154,755	127,285

*Excludes seed and soybean meal.
**Not adjusted for transshipments.

Source: Department of Agriculture

Table 6: U.S. Exports of Wheat, 1981-83*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983(p)
Total	43,839	40,653	38,314	$7,831,849	$6,655,438	$6,213,587
U.S.S.R	4,082	4,295	4,836	772,563	802,182	800,584
Japan	3,364	3,346	3,465	615,025	563,648	589,324
India	1,375	1,522	3,426	237,032	247,758	565,054
Brazil	2,995	2,552	2,626	551,339	429,097	423,196
China	7,442	6,870	2,458	1,268,977	1,053,468	377,686
Korea	2,032	1,874	1,885	357,744	298,758	304,772
Egypt	1,941	1,806	1,919	324,285	276,945	292,811
Nigeria	1,197	1,421	1,316	224,098	234,593	214,862
Iraq	96	178	1,137	16,820	27,031	184,020
Morocco	695	761	1,228	103,400	109,133	168,863
Chile	984	1,074	1,016	178,201	169,551	159,026
Indonesia	724	968	960	129,566	155,655	157,880
Venezuela	891	713	889	174,225	125,690	157,841
Philippines	837	914	846	157,949	155,403	145,448
Peru	919	950	799	164,427	155,089	126,448

*Excludes wheat donated for relief.

Source: Department of Agriculture

Table 7: U.S. Exports of Cotton, 1981-83*

	Quantity (in thousands of metric tons)			Value (in thousands of dollars)		
	1981	1982	1983(p)	1981	1982	1983(p)
Total	1,269	1,392	1,201	$2,259,979	$1,955,270	$1,817,087
Japan	280	339	318	503,565	500,605	499,933
Korea	286	319	271	489,532	425,457	395,587
Indonesia	50	66	61	92,132	99,641	97,670
Taiwan	75	175	73	112,430	208,322	93,094

*Excludes linters.

Source: Department of Agriculture

Aug. 3, 1984/B, Aug. 10, 1984/A Not Filmed